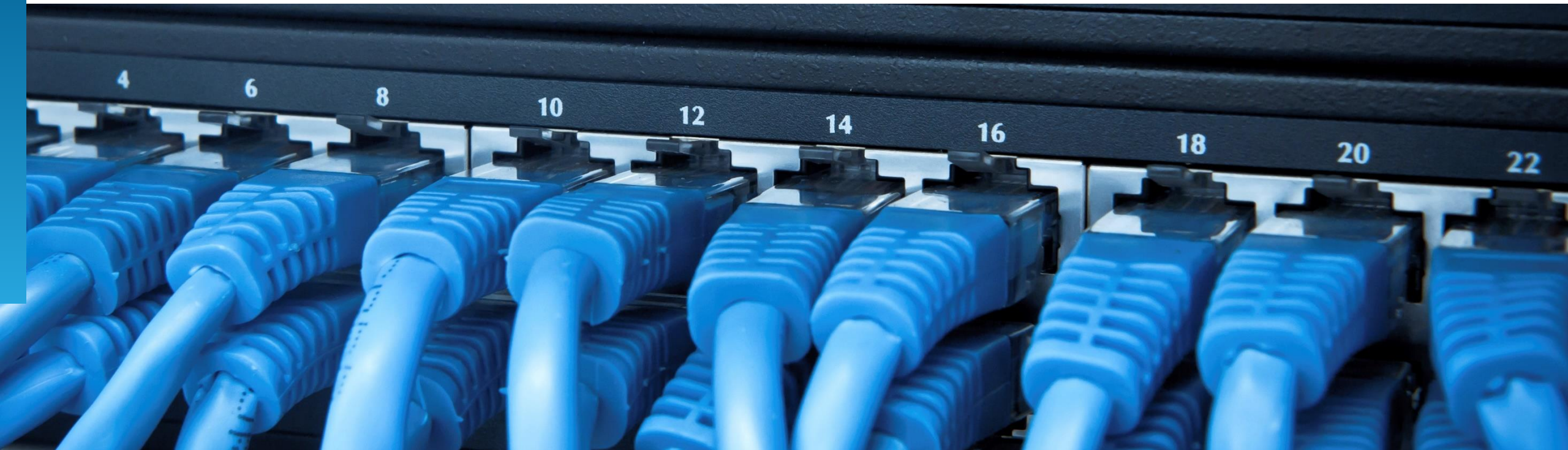


Google Cloud Services Specialists PEAK Matrix® Assessment 2024

February 2024: Complimentary Abstract / Table of Contents



Our research offerings

This report is included in the following research program(s):

[Cloud and Infrastructure, Google Cloud](#)

- ▶ Amazon Web Services (AWS)
- ▶ Application Services
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- ▶ Payer and Provider Information Technology
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- ▶ Retirement Technologies
- ▶ Revenue Cycle Management
- ▶ Rewards and Recognition
- ▶ SAP Services
- ▶ Service Optimization Technologies
- ▶ Software Product Engineering Services
- ▶ Supply Chain Management (SCM) Services
- ▶ Sustainability Technology and Services
- ▶ Talent Genius™
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Benchmarking

Contract assessment

Peer analysis

Market intelligence

Tracking: providers, locations, risk, technologies

Locations: costs, skills, sustainability, portfolios

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Background of the research

The public cloud market has undergone a paradigm shift as enterprises mature in their cloud journey and the demand for hyperscaler services holds steady. The market is seeing a proliferation in innovative offerings focused on AI, sophisticated data analytics, and integrated security. Moreover, enterprises are leveraging Google Cloud across industries, especially where data can drive differentiation.

This shift has ignited a critical demand for Google Cloud specialists, who can help enterprises navigate the landscape of Google Cloud offerings, seamlessly weaving them into tailored solutions, that unlock business value. A rise in the need for specialists who can optimize compute costs, bring technical depth, and harness the power of Google Cloud's Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS) offerings. These specialists are, thus, slowly becoming a key part of large cloud engagements with other technology vendors and major Global System Integrators (GSIs) due to their unique value proposition and focused expertise.

In this research, we present an assessment and detailed profiles of 12 Google Cloud SPs featured on **Google Cloud Services Specialists PEAK Matrix® Assessment 2024**. The assessment is based on Everest Group's annual Request for Information (RFI) process for calendar year 2024, interactions with leading Google Cloud SPs, client reference checks, and an ongoing analysis of the cloud services market.

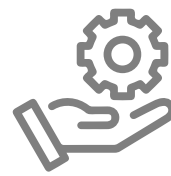
This report includes the profiles of the following 12 leading providers featured on the Google Cloud Services Specialists PEAK Matrix:

- **Leaders:** Grid Dynamics, Quantiphi, and SADA
- **Major Contenders:** 66degrees, Aliz, DoiT International, Egen, Niveus, Onix, and Searce
- **Aspirants:** Dito and Xertica

Scope of this report



Geography
Global



Providers
12 Google Cloud SPs



Services
Google Cloud services

Overview and abbreviated summary of key messages

In this research, we present an assessment and detailed profiles of 12 SPs featured on **Google Cloud Services Specialists PEAK Matrix® Assessment 2024**. The assessment is based on Everest Group's annual RFI process for calendar year 2024, interactions with leading SPs, client reference checks, and an ongoing analysis of the Google Cloud services market.

Some of the findings in this report, among others, are:

Google Cloud Services Specialists PEAK Matrix®

This report includes the profiles of the following 12 leading providers featured on the Google Cloud Services Specialists PEAK Matrix®:

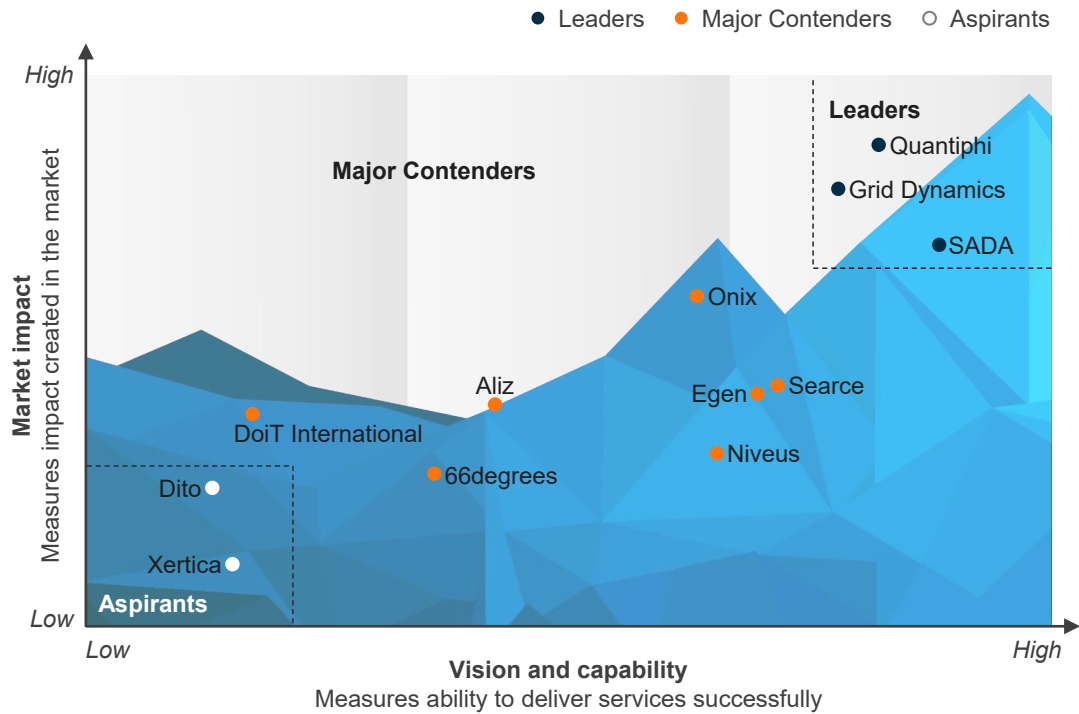
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- **Aspirants:** Dito and Xertica

Service provider characteristics

- Leaders are focusing on showcasing technical expertise, identifying niche focus areas, building industry-orientation, as well as bringing in innovative solutions on Google Cloud Marketplace to assist enterprises in deriving greater value from their investments on Google Cloud
- Major contenders have made specific investments to enhance their delivery capabilities, talent strategy, and partnership status with Google Cloud through accreditations and competencies, while concurrently focusing on developing tailored offerings and Intellectual Properties (IPs) dedicated to Google Cloud services
- Aspirants are approaching the market with a higher focus on certain portfolio segments of Google Cloud services, primarily data and analytics, rather than a balanced portfolio. They lag peers in terms of adding value for clients and acting as a strategic partner. Moreover, they are in the initial stages of the partnership level in terms of accreditations, qualifications, and competencies

This study offers 12 distinct chapters providing a deep dive into key aspects of Google Cloud services market; below are three charts to illustrate the depth of the report

Google Cloud Services Specialists PEAK Matrix® Assessment 2024^{1,2,3}



1 Assessments for 66degrees, Dito, DoiT International, and SADA excludes system integrator inputs and are based on Everest Group's proprietary Transaction Intelligence (TI) database, ongoing coverage of these system integrators, system integrator public disclosures, and Everest Group's interaction with buyers

2 In this study, we have considered data for both entities, i.e., SpringML and Egen, and called the combined entity as Egen

3 Analysis for SADA was completed before its acquisition by Insight

Source: Everest Group (2024)

Capability assessment

Illustrative example

Measure of capability: 🔄 Low ● High

Providers	Market impact				Vision and capability				
	Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
Provider 1	🔄	🔄	●	●	●	🔄	●	🔄	🔄
Provider 2	🔄	🔄	●	🔄	🔄	🔄	●	🔄	🔄
Provider 3	🔄	●	●	●	●	🔄	🔄	🔄	●
Provider 4	🔄	🔄	●	●	●	🔄	●	🔄	●
Provider 5	●	●	🔄	●	●	●	🔄	🔄	🔄
Provider 6	●	🔄	●	●	●	🔄	🔄	●	🔄
Provider 7	●	🔄	●	●	●	🔄	●	●	●
Provider 8	●	🔄	●	●	🔄	🔄	🔄	●	🔄
Provider 9	🔄	●	●	🔄	●	🔄	●	●	🔄

Everest Group's remarks on providers

Illustrative example

Measure of capability: 🔄 Low ● High

Market impact				Vision and capability				
Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Scope of services offered	Innovation and investments	Delivery footprint	Overall
●	●	●	●	●	🔄	●	●	●

Strengths

- XYZ's solution portfolio can help enterprises of different maturity to accelerate their cloud implementation, embed data and analytics at scale
- Enterprises can rely on XYZ for cloud security needs on Google Cloud owing to its broad portfolio of security-focused solutions

Limitations

- Enterprises need to carefully assess XYZ's capabilities as an MSP to manage their Google Cloud environment end-to-end as its experience in serving such engagements
- Some clients have voiced concerns around lack of proactive communication while managing Google Cloud engagements

Research calendar

Cloud and Infrastructure Services

Published
 Planned
 Current release

Reports title	Release date
Cloud Security Services PEAK Matrix® Assessment 2023	November 2023
FinOps for Enabling Value in Cloud: Unveiling the Top 10 Multi-cloud FinOps Visibility Tool Providers	December 2023
Secure Access Service Edge (SASE) Spotlight: Exploring the Top 10 SASE Technology Providers	December 2023
Accelerating Clients' Cloud Journeys: IT Services and Cloud Provider Partnerships to Drive Ecosystem Value	January 2024
Google Cloud Services Specialists PEAK Matrix® Assessment 2024	February 2024
Mainframe Services PEAK Matrix® Assessment 2024	Q2 2024
AWS Services Specialists PEAK Matrix® Assessment 2024	Q2 2024
FinOps Cloud Visibility Products PEAK Matrix® Assessment 2024	Q2 2024
Network Transformation and Managed Services PEAK Matrix Assessment 2024 – Communication Service Providers (CSPs)	Q2 2024
AI-led Network Transformation for Businesses	Q3 2024
Cost Optimization in the Hybrid Cloud World	Q3 2024
Hybrid Cloud Cost Optimization Services PEAK Matrix® Assessment 2024	Q3 2024
System Integration (SI) Capabilities on Amazon Web Services (AWS) PEAK Matrix® Assessment 2024	Q3 2024
System Integration (SI) Capabilities on Microsoft Azure PEAK Matrix® Assessment 2024	Q3 2024
System Integration (SI) Capabilities on Google Cloud Platform (GCP) PEAK Matrix® Assessment 2024	Q3 2024

Note: [Click](#) to see a list of all of our published Cloud and Infrastructure Services reports



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